

HOWARD COUNTY BRAC TASK FORCE

BRAC BIT: # 90

DATE: 25 August 2010

SUBJECT(S): BBI Background and Phase II

POINT OF CONTACT: Kent Menser (410-313-6521) kmenser@howardcountymd.gov

Upcoming Events/Actions:

- a. BRAC Business Initiative (BBI) September Meeting (Fort Meade Regional Growth Management Committee)
 - I. **Date/Time:** 8 September 2010, 0730-0800 networking, 0800 to 0900 Program, 0900-1030 Networking
 - II. **Event:** This will be our first meeting of our second year (Phase II)
 - III. **Location:** Other Barn, 5851 Robert Oliver Pl # 2 Columbia, MD 21045-3728
 - IV. **Attendees:** All Test Companies should attend, Partner Companies are encouraged to attend and the Public is invited to attend. There is no cost for attendance and no RSVP required.
- b. Interesting and Relevant Article on CYBERCOM: www.ndu.edu/press/lib/images/ifq-58/JFQ58_48-53_Hollis.pdf

Discussion:

- a. BBI Background:
 - I. Just a reminder that the BBI is the major workforce initiative of the Fort Meade Regional Growth Management Committee (RGMC). The RGMC consists of the leadership of the 8 counties and 2 cities in the Fort Meade Region. Over 95 % of the funds to support the RGMC's staff and operations are funded by the Department of Defense. One of the reasons you will never see the RGMC charge businesses/residents for support or events is that you, the taxpayer, have already funded us!
 - II. Simply put the mission of the RGMC is to identify the impacts and opportunities brought to the region by Fort Meade growth, not just BRAC. This mission includes assisting the local jurisdictions, their residents and businesses, prepare for this growth and access related opportunities. Ultimately, the RGMC is an interim effort and will cease to exist when the mission is accomplished. For this reason, no organization should, for any reason, consider us as competitors for their resources, their mission, their members or their role in the region.
- b. BBI Phase I Complete: As most of you are aware, we completed BBI Phase I this past July. You can read our end of phase white paper at XXX to get the details of our report. The following are my less formal observations on actions observed during phase I, nothing really new:
 - I. There are an exceptional number of outstanding businesses, small and large, in this region. There are few places in the world like this area and it is about to get even better!
 - II. It is harder for small businesses to contract with Department of Defense Entities than it should be. Much more to follow on this in BBI Phase II.
 - III. All of us need to be careful when we make the general statement that "the defense contracting process must be tough in order to weed out the unqualified and/or uncommitted companies." This is true, if the "tough process" relates to the service or product requirement. For example, if I were trying out for a cross country team, I would want the primary criteria to relate to my running skills, not my ability to fill out paperwork and schmooze with the coach! That said, we do understand that relationship building is a key component in both business and sports.
 - IV. If you are in, you are really in and if you are out, you better develop your contact list and establish your credibility!
- c. BBI Phase II Start. The following are new programs that are being initiated as part of Phase II:
 - I. *BBI Match Up Data Base.* The objective is give defense agencies and defense contractors the contact information and the capabilities of small and minority businesses in the Fort Meade Region. The only prerequisite for being in the data base is to be a BBI Partner.

- II. *BBI Formal Networking:* The objective is to make a direct match between small businesses contracting organizations. No time in lines, just a scheduled meeting. We executed a Pilot Project focused on the construction industry with Johns Hopkins Applied Physics Lab this week and 50 BBI Partner companies had individual meetings with contracting representatives from Johns Hopkins; Applied Physics Lab, Medical, Public Health and the School of Education. **Our sincere thanks to the whole Johns Hopkins System for their great support of this event.**
 - III. *Monthly BBI Brown Bag Lunches:* The objective is to keep small businesses up to date on information relevant to their business and Fort Meade Region contracting needs. Please watch for more information on this subject.
 - IV. *BBI Functional Networking:* There are two primary objectives: first to bring companies that share common goals and values together to share best practices. Second, is to take these same companies, in a small group setting, and match them up with buyers of their goods and/or services.
 - V. *BBI Data Base:* We will keep the current Partner Data Base (membership data) up to standard, so that BBI companies can use as appropriate. Please note that this is separate from the BBI's new "Match Up" Data Base. More to follow on this new data base.
 - VI. *BBI Match Making:* As many Partners have experienced, we work very hard to match up one partner with another in terms of buying from each other or partnering for a contract. Please contact me if you have an interest in getting matched up with a buyer or seller in the BBI. kmenser@howardcountymd.gov.
- b. **BBI Phase II Test Companies:** Ten of our Phase I Test Companies will stay on through Phase II. Through a competitive process, we have selected 11 new Test Companies for a total of 21.
 - c. **Joining the BBI:** To participate in the actions above, your company must be a member of the BBI. Joining is easy, just forward your contact information to rkudchadkar@howardcountymd.gov and we will follow up with you by email. We currently have over 750 members.